

**CORRIGENDUM – III**

**Request for Proposal (RFP) for Selection of an Agency for Undertaking Campaigns for Promotion of Jharkhand Tourism**

April 25, 2017

The Department of Tourism (DoT), Government of Jharkhand (GoJ) by way of this Corrigendum – III is making the following addition/ deletion/ amendments/ clarification to the RFP Documents issued on March 02, 2017 for the Project.

Sl. No.	Reference Clause	Section Name	Original Clause	Modified Clause								
1.	RFP Clause No. 1.3	Schedule of Selection Process	<table border="1"> <tr> <td>Last date for submission of Proposals (the “<b>Proposal Due Date</b>”)</td> <td>18/04/2017 15:00 Hrs</td> </tr> <tr> <td>Date, Place and time of opening of Technical Proposal</td> <td>18/04/2017 15:00 Hrs at Directorate of Tourism, Government of Jharkhand, MDI Building, 2nd Floor, HEC Campus, Dhurwa, Ranchi, Jharkhand</td> </tr> </table>	Last date for submission of Proposals (the “ <b>Proposal Due Date</b> ”)	18/04/2017 15:00 Hrs	Date, Place and time of opening of Technical Proposal	18/04/2017 15:00 Hrs at Directorate of Tourism, Government of Jharkhand, MDI Building, 2nd Floor, HEC Campus, Dhurwa, Ranchi, Jharkhand	<table border="1"> <tr> <td>Last date for submission of Proposals (the “<b>Proposal Due Date</b>”)</td> <td><b>02/05/2017</b> 11:00 Hrs</td> </tr> <tr> <td>Date, Place and time of opening of Technical Proposal</td> <td><b>2/05/2017</b> 11:00 Hrs at Directorate of Tourism, Government of Jharkhand, MDI Building, 2nd Floor, HEC Campus, Dhurwa, Ranchi, Jharkhand</td> </tr> </table>	Last date for submission of Proposals (the “ <b>Proposal Due Date</b> ”)	<b>02/05/2017</b> 11:00 Hrs	Date, Place and time of opening of Technical Proposal	<b>2/05/2017</b> 11:00 Hrs at Directorate of Tourism, Government of Jharkhand, MDI Building, 2nd Floor, HEC Campus, Dhurwa, Ranchi, Jharkhand
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2.	RFP Clause no. 2.1.2 (a)	Eligible Bidders	Should have an office in Ranchi. In case Bidder has no office in Ranchi, it should undertake to establish a fully functional office with the required personnel/ manpower within 30 (thirty) days of issue of Letter of Award.	Should have an office in Ranchi. <b>In case Bidder has no office in Ranchi, it will be obligatory for the Bidder to fortnightly meet and apprise the developments to Directorate of Tourism, and should make available senior personnel on need basis, as and when requested by Directorate of Tourism.</b>								

Sl. No.	Reference Clause	Section Name	Original Clause	Modified Clause
3.	RFP Clause no. 2.1.2. (c)	Eligible Bidders	<p>The Bidder should have a minimum Average Annual Turnover of Rs. 50,00,00,000/- (Rupees Fifty Crores only) for the last three completed financial years (i.e. 2013-14, 2014-15 and 2015-16) from the services provided towards conducting tourism campaign for Tourism Departments/ Ministry of Tourism. This shall include fees received towards developing creative and media spends<sup>1</sup> and Events (the “<b>Financial Capacity</b>”).</p> <p>(<sup>1</sup> Media spends shall include cost incurred towards buying media including print, TV, radio, online, outdoor, social media, internet marketing etc.)</p>	<p>The Bidder should fulfil the following eligibility criteria (the “<b>Financial Capacity</b>”)</p> <p>i. The Bidder should have a minimum Average Annual Turnover of Rs. 50,00,00,000/- (Rupees Fifty Crores only) for the last three completed financial years (i.e. 2013-14, 2014-15 and 2015-16) from the services provided <b>towards conducting campaigns.</b></p> <p style="text-align: center;"><b>AND</b></p> <p>ii. <b>The Bidder should have received average fee of at least Rs. 10,00,00,000/- (Rupees Ten Crores only) from the services provided towards conducting tourism campaigns for Tourism Departments of State Governments in India/ Ministry of Tourism in the last three completed financial years (i.e. 2013-14, 2014-15 and 2015-16). This shall include fees received towards developing creative and media spends<sup>1</sup> and Events.</b></p> <p>(<sup>1</sup> Media spends shall include fees received towards providing services in buying media including print, TV, radio, online, outdoor, social media, internet marketing etc.)</p>
4.	RFP Clause no. 3.2.1	Performance Security	<p>The Selected Bidder shall, on or before the execution of Service Agreement furnish a performance security for an amount equal to 10% (Ten percent) of the Service Fee quoted by the Selected Agency to DoT (the “<b>Performance Security</b>”) by way of an irrevocable Bank Guarantee issued by a Nationalised Bank or a Scheduled Bank in India in favour of “The Director, Directorate of Tourism, Jharkhand” payable at “Ranchi”.</p>	<p>The Selected Bidder shall, on or before the execution of Service Agreement furnish a performance security for an amount equal to <b>5% (Five percent)</b> of the Service Fee quoted by the Selected Agency to DoT (the “<b>Performance Security</b>”) by way of an irrevocable Bank Guarantee issued by a Nationalised Bank or a Scheduled Bank in India in favour of “The Director, Directorate of Tourism, Jharkhand” payable at “Ranchi”.</p>

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5.	RFP Clause no. 3.3	Evaluation of Experience of the Bidder	2	Average Annual Turnover of Rs. 50 (fifty) Crores for the last three completed financial years (i.e 2013-14, 2014-15 and 2015-16) from the services provided towards conducting tourism campaign for Tourism Departments/ Ministry of Tourism. This shall include fees received towards developing creative and media spends <sup>1</sup> and Tourism Events.	<ul style="list-style-type: none"> <li>▪ Rs.50 Crores =10 marks.</li> <li>▪ More than Rs.50 Crores = 5 marks for each additional Rs.10 (Ten) Crores subject to the maximum of 10 marks</li> </ul>	20 marks	2. a	<b>Average Annual Turnover of Rs. 50,00,00,000/- (Rupees Fifty Crores only) for the last three completed financial years (i.e. 2013-14, 2014-15 and 2015-16) from the services provided towards conducting campaigns</b>	<ul style="list-style-type: none"> <li>▪ <b>Rs.50 Crores = 5 marks.</b></li> <li>▪ <b>More than Rs.50 Crores = 2.5 marks for each additional Rs.10 (Ten) Crores subject to the maximum of 5 marks</b></li> </ul>	10 marks
							2. b	<b>The Bidder should have minimum Professional fees of Rs. 10,00,00,000/- (Rupees Ten Crores only) all put together from the services provided towards conducting tourism campaign for Tourism Departments/ Ministry of Tourism in the last three</b>	<ul style="list-style-type: none"> <li>▪ <b>Rs.10 Crores = 5 marks.</b></li> <li>▪ <b>More than Rs.10 Crores = 2.5 marks for each additional Rs.2 (Two) Crores subject to the maximum of 5 marks</b></li> </ul>	10 marks

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6.	RFP Clause no. 4	Section 4: Formats For Submission Of Proposal	13. [I/We do not have an office in Ranchi. However, in case we are selected for providing the Services, we agree to establish a fully functional office with the required personnel/manpower within 30 days of issue of Letter of Award.]	13. [I/We do not have an office in Ranchi. However, in case we are selected for providing the Services, we agree to <b>fortnightly meet and apprise the developments to Directorate of Tourism, and will make available senior personnel on need basis, as and when requested by Directorate of Tourism.</b> ]																																			
7.	RFP Clause no. 4.5	Appendix – IV – Format for Financial Capacity of the Bidder	<table border="1"> <thead> <tr> <th rowspan="2">Bidder Type</th> <th colspan="4">Turnover (in Rs)</th> </tr> <tr> <th>2015-2016</th> <th>2014-2015</th> <th>2013-2014</th> <th>Average</th> </tr> </thead> <tbody> <tr> <td>Company</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Limited Liability Partnership Firm or Partnership firm</td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table> <p><b>Instructions:</b></p> <p>5. The Bidder shall provide an Independent/ Statutory Auditor's certificate in the format at Appendix IVA specifying the Annual Turnover of the Bidder.</p>	Bidder Type	Turnover (in Rs)				2015-2016	2014-2015	2013-2014	Average	Company					Limited Liability Partnership Firm or Partnership firm					<table border="1"> <thead> <tr> <th rowspan="2">Bidder Type</th> <th colspan="4">Turnover (in Rs)</th> </tr> <tr> <th>2015-2016</th> <th>2014-2015</th> <th>2013-2014</th> <th>Average</th> </tr> </thead> <tbody> <tr> <td>Company/ Limited Liability Partnership Firm/ Registered Partnership Firm</td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table> <table border="1"> <tr> <th>Bidder Type</th> <td><b>Fee received from services provided towards conducting tourism campaigns for Tourism Departments of State Governments in India/ Ministry of Tourism (in Rs)</b></td> </tr> </table>	Bidder Type	Turnover (in Rs)				2015-2016	2014-2015	2013-2014	Average	Company/ Limited Liability Partnership Firm/ Registered Partnership Firm					Bidder Type	<b>Fee received from services provided towards conducting tourism campaigns for Tourism Departments of State Governments in India/ Ministry of Tourism (in Rs)</b>
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8.	RFP Clause no. 4.6	Appendix – IVA – Format for Certificate from Statutory Auditor of the Bidder	<p>We have verified the relevant statutory and other records of M/s _____ [Name of the Bidder], and certify that the Turnover of _____ [Name of the Bidder] is as follows</p> <p>Year 1 (2013-2014)= Rs _____ Crores (Rupees _____ Crores)            Year 2 (2014-2015)= Rs _____ Crores (Rupees _____ Crores)            Year 3 (2015-2016)= Rs _____ Crores (Rupees _____ Crores)</p> <p>This certificate is being issued to be produced before Directorate of Tourism, Government of Jharkhand (DoT), for the “<b>Selection of an Agency for Undertaking Campaigns Promotion of Jharkhand Tourism</b>”</p>	<p>We have verified the relevant statutory and other records of M/s _____ [Name of the Bidder], and certify that the Turnover of _____ [Name of the Bidder] is as follows:</p> <p>Year 1 (2013-2014)= Rs _____ Crores (Rupees _____ Crores)            Year 2 (2014-2015)= Rs _____ Crores (Rupees _____ Crores)            Year 3 (2015-2016) = Rs _____ Crores (Rupees _____ Crores)</p> <p><b>We also, certify that the fees received from services provided towards conducting tourism campaigns for Tourism Departments of State Governments in India/ Ministry of Tourism by _____ [Name of the Bidder] is as follows:</b></p> <p>Year 1 (2013-2014)= Rs _____ Crores (Rupees _____ Crores)            Year 2 (2014-2015)= Rs _____ Crores (Rupees _____ Crores)            Year 3 (2015-2016)= Rs _____ Crores (Rupees _____ Crores)</p>					

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